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September 7, 2016

Mayor Ronald Gunter Village of Westmont 31 West Quincy Street Westmont, IL 60559

Re: Mr. Wayne's Pop Culture Collectibles, Inc.

Business License Application
Development Permit Application

Dear Mayor Gunter,

With this letter I enclose our B-1 Limited Business District Development Permit Application and our Business License Application, and the requested documents for this process. We also would like you to know some background about our business.

In 1977 the sci-fi fantasy film *Star Wars* burst into theaters and captured the imagination of millions. Unexpectedly, that film changed the collectible market forever. Few would have expected that within a decade a simple five dollar action figure, like *Darth Vader*, would be worth hundreds if not thousands of dollars.

In the years following several other properties became exceedingly popular, such as Transformers, G.I. Joe, Teenage Mutant Ninja Turtles, among many others. Additionally, the properties of our predecessors' generation found new life in this era. Properties like Batman, Spider-Man, and many more, earned a perpetual interest. As children we went to the theater to see Star Wars and clamored around the TV for the newest episode of Teenage Mutant Ninja Turtles. Children today still admire the same characters we enjoyed as children.

Action figures and comic books have been a major part of pop culture collecting. Other types of products have become equally popular, such as statues, posters, art work, apparel, board

games and much more. The properties have continued to evolve. No longer limited by cartoons, we now see these characters portrayed by actors in movies and television shows, such as *The Avengers* and *The Flash*. New exciting properties are being added into the mix every day, such as *The Walking Dead* and *Game of Thrones*. The pop culture interest of the characters on the television show *The Big Bang Theory* has significantly propelled pop culture collectibles into the consciousness of mainstream society. New products are constantly being produced based on new characters and new story lines. Considering most of the pop culture properties have maintained popularity for anywhere from 30 to 75 years, there is no reason to believe that they will not be in demand for generations to come.

The viability of our business is increasing every day. We are constantly encountering individuals that have been long time collectors or have been rediscovering their collector roots. We aim to provide a wide variety of pop culture collectibles to serve the collecting community to the best of our ability

As collectors ourselves, we have been able to visit numerous pop culture collectible stores and have seen how well their businesses have developed along the same lines as our business plan. Quake Collectibles in Schaumburg, after being in business for only two years, realized the ever growing potential of this type of business and opened up a second store at a larger location. Both are doing very well today. According to an interview with Paul Raines, CEO of Gamestop, on April 14, 2016, at Fortune.com, that nationwide chain had seen 120% increase in their pop culture collectibles in the last fiscal year. While Gamestop's primary market had always been video games and peripherals, they realized that they could be increasing their sales considerably by expanding into the pop culture collectibles market. Accordingly, they will be dedicating a larger area of their store to include the same type items we intend to sell. Gamestop expects to increase their sales in the pop culture collectible market category to one-billion dollars in the next fiscal year.

After citing examples of other successful businesses dealing in the same market, one may be wondering how we intend to compete. There are very few establishments that deal in the same criteria that we do. Comic book shops mainly sell comic books, and game stores mainly sell games, but both sell collectibles as ancillary products. We have found through our own experiences and our fellow collectors that many will travel great distances just to visit a shop like ours to find a long sought after collectible. We will be able to compete with Gamestop because they will only be stocking brand-new products, not vintage products.

We have spent most of our lives developing the skills and connections to acquire rare collectibles at very reasonable prices. Above and beyond that we are quite accomplished at repairing and customizing action figures and statues, which is a service that we have not been able to find at any of the other pop culture collectible shops that we have encountered.

Westmont has always been our choice of locations. It is an ideal distance from any other pop culture collectibles stores. The atmosphere of downtown Westmont is extremely inviting. We can see the decorative fountain from our front window where people hang out and relax. In the short time we have been preparing our store, we have had numerous positive interactions with members of this community, whether as a specific expression of interest in our business, being welcomed to the neighborhood, or just sharing a friendly greeting with people on the street.

We thank you for your consideration of our applications and we look forward to being a part of the Westmont business community.

Yours truly,

Michael Caplan, President

Floor Plan
Mr. Lukynes
Per Culture
Collections



